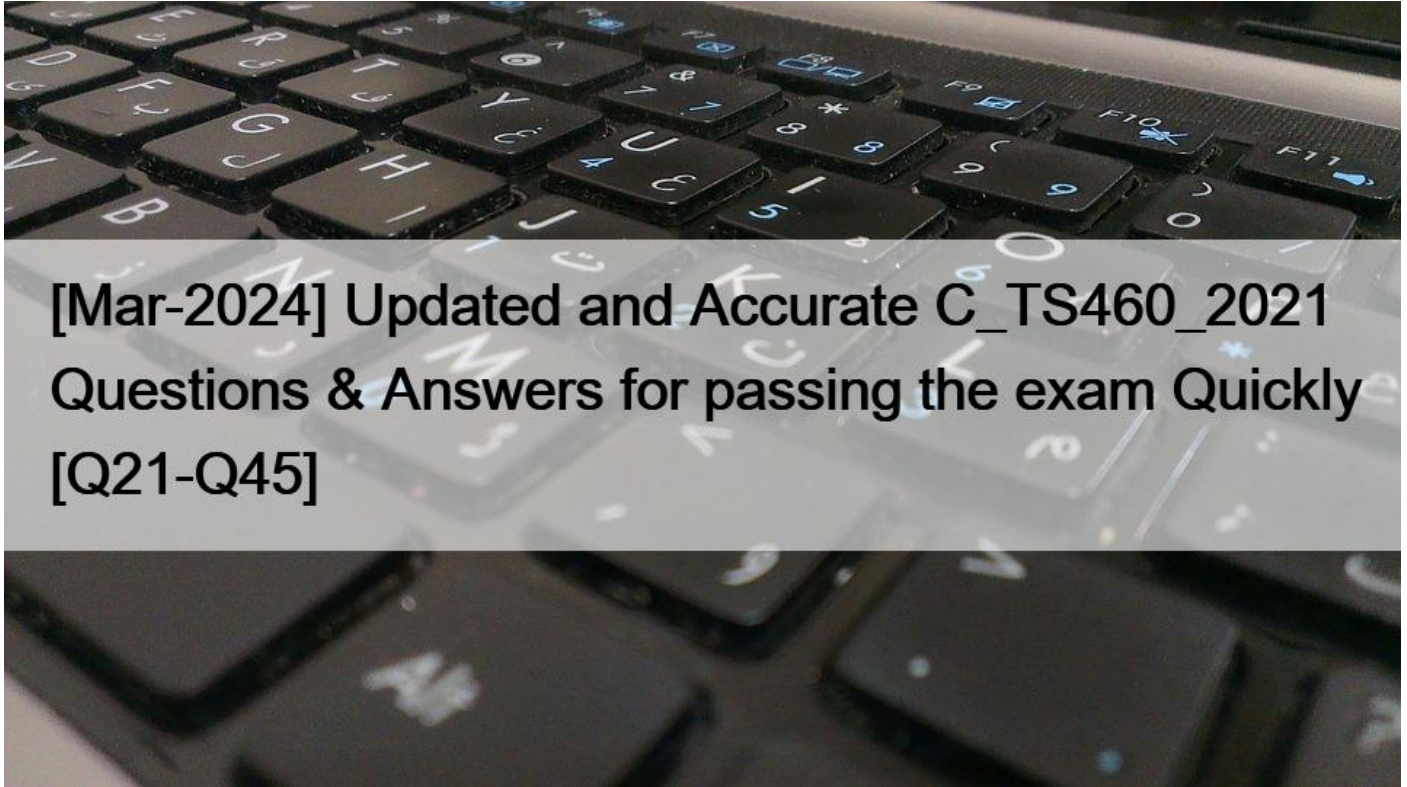


[Mar-2024 Updated and Accurate C_TS460_2021 Questions & Answers for passing the exam Quickly [Q21-Q45]



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SAP C_TS460_2021 Certification Exam is a valuable asset for professionals who want to advance their career in SAP Sales and Distribution. It is recognized by employers worldwide and demonstrates the candidate's commitment to continuous learning and professional development. SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling certification provides a competitive edge in the job market and can lead to better job opportunities and higher salaries.

SAP C-TS460-2021 exam is designed to assess an individual's knowledge and skills in SAP S/4HANA Sales. SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling certification is intended for professionals who are familiar with SAP S/4HANA Sales and wish to upskill their abilities. C_TS460_2021 exam covers a variety of topics, including sales order management, pricing, billing, and distribution.

Q21. What do you have to put in place in order to use invoice lists? Note: There are 2 correct answers to this question.

- * Assign a common payer to all customer master records to be included
- * Assign all customers to be included to the common payer master record
- * Assign an invoice list type to the billing factory calendar
- * Assign an invoice list type to the billing types to be included

Q22. You want to create a discount that will only apply to a customer's first order, and then be automatically deactivated. Where do you activate this?

- * In the pricing procedure
- * In the condition table
- * In the access sequence
- * In the condition type

Q23. You are creating a sales order with reference to a quotation and want to be able to change the sold-to party. Where do you maintain the setting to allow this?

- * In the business partner sales and distribution view
- * In the copy control & copy requirements
- * In the definition of the sales document type for the quotation
- * In the definition of the sales document type for the order

Q24. How does the process flow of SAP Smart Business for sales order fulfilment help you? Note: There are 2 correct answers to this question.

- * It provides access to actions to solve process problems
- * It highlights issues using status colors
- * It enables the assignment of release orders to be reversed.
- * It provides access to make corrections in master data

Q25. What are some of the advantages of the SAP Fiori user experience? Note: There are 2 correct answers to this question.

- * SAP Fiori apps have a different look and feel, depending on the role of the user
- * SAP Fiori apps can be arranged in groups to allow for personalization
- * SAP Fiori apps are role-based and therefore built around the user, not the function
- * SAP Fiori apps provide single, complex transactions for use by multiple job roles.

Q26. When scheduling a sales order for delivery, which lead times are obtained from the route? Note: There are 2 correct answers to this question.

- * Pick/pack time
- * Transit time
- * Transportation lead time
- * Loading time

Q27. Which of the following are examples of outbound processes in SAP Extended Warehouse Management? Note:

There are 2 correct answers to this question.

- * Internal routing
- * Picking optimization
- * Scrapping
- * Load management

Q28. You wish to use advanced Available-to-Promise (aATP) in your SAP S/4HANA project. Which of the following are characteristics of this functionality?

Note: There are 3 correct answers to this question

- * Alternative-based confirmation (ABC) in aATP can be used to determine an alternative plant automatically.
- * aATP requires a dedicated license.
- * aATP is activated in the Availability Check Group field.

- * aATP is activated in the sales document type.
- * aATP is activated in the schedule line category.

Q29. Which of the following are benefits of using the business partner (BP) approach in SAP S/4HANA? Note: There are 2 correct answers to this question.

- * ABP can have the credit management role
- * Only one address is allowed for each BP
- * General data is shared across different roles
- * Account groups no longer need to be maintained

Q30. What is the purpose of the partner type in partner determination?

- * To identify whether a partner is mandatory in the business transaction
- * To represent the roles the partners play in the business transaction
- * To identify the area of master data in which the partner's details are stored
- * To assign the partner number in the customer master

Q31. A customer is debating whether to replace their current SAP ERP Warehouse Management (WM) solution with SAP Extended Warehouse Management (SAP EWM). What could be a reason to opt for SAP EWM?

- * The customer needs support for batch determination in the warehouse
- * The customer needs support for QM inspection lot integration
- * The customer needs support for WM-PP integration (for example, material staging close to a production line).
- * The customer needs support for very detailed planning of the required labor and resources.

Q32. Which characteristics apply to listing and exclusion functionality? Note: There are 2 correct answers to this question.

- * Listing and exclusion is based on BRFplus tables.
- * The sales document type determines whether the system must check the material listing.
- * a single sales document can have both listing and exclusion procedures assigned simultaneously.
- * The listing and exclusion procedures are determined in the same way as a free goods determination procedure in a sales order.

Q33. Which of the following functions are controlled by the delivery item category? Note: There are 3 correct answers to this question

- * Check minimum quantity
- * Availability check
- * Item relevant for delivery
- * Returns
- * Automatic batch determination

Q34. How can you use tile groups to personalize the SAP Fiori launchpad for a user? Note: There are 2 correct answers to this question.

- * Add tiles from a catalog to a group
- * Add a group from a catalog to a tile
- * Add different catalogs to a group
- * Create a group centrally in the system

Q35. What are some of the characteristics of text determination? Note: There are 2 correct answers to this question.

- * Customer text types are determined by the access sequence in the text determination procedure.
- * The text type in the text determination procedure can be set to appear in a pop-up window during copying
- * Each step in the access sequence has a text type as its source.
- * Pricing condition record texts can be used as a standard text source

Q36. Which of the following options are available when using the SAP Fiori app Manage Sales Item Proposals?

Note: There are 3 correct answers to this question

- * Display a list of assigned customers for each sales item proposal.
- * Store frequently ordered quantities for products
- * Store the customer's own product code for a material.
- * Store frequently ordered products for a customer.
- * Override the customer's standard delivery priority.

Q37. Which integration platform in SAP S/4HANA Sales supports the usage of credit cards and real-time payments?

- * SAP Customer Experience
- * SAP Ariba
- * SAP Credit Management
- * SAP Digital Payments Add-on

Q38. What characterizes the Intelligent Enterprise? Note: There are 2 correct answers to this question

- * The enterprise system enables users to work with live data and embedded analytics
- * The transactional and analytical components of the enterprise system have been separated
- * Embedded real-time monitoring delivers full visibility of all core sales processes
- * Users execute multiple reports to understand performance against their KPIs.

Q39. You want to ensure that any text previously transferred from a source sales document to a target sales document is not affected by changes to the text in the source sales document. Which option is available to fulfill this requirement?

- * Copying text
- * Referencing text
- * Copy control on item level
- * Copy control on header level

Q40. Which of the following is the virtual data model used by SAP S/4HANA to deliver real-time reporting on live transactional data?

- * SAP HANA smart data access
- * Core Data Services (CDS) views
- * Cluster tables
- * SAP HANA Live

Q41. What are some characteristics of a tile group as used in SAP Fiori launchpad? Note: There are 2 correct answers to this question.

- * It can contain both tiles and links.
- * It can contain tiles belonging to different catalogs.
- * It can contain multiple catalogs.
- * It can make use of catalogs belonging to different roles.

Q42. What do you need to do to configure automatic picking location determination for outbound deliveries? Note:

There are 2 correct answers to this question.

- * Flag the Determine Storage Location field in the delivery type.
- * Flag the Determine Storage Location field in the delivery item category.
- * Assign a rule to the delivery type of the outbound delivery
- * Assign a rule to the item category of the outbound delivery.

Q43. Which of the following is the virtual data model used by SAP S/4HANA to deliver real-time reporting on live transactional data?

- * SAP HANA smart data access
- * Core Data Services (CDS) views
- * Cluster tables
- * SAP HANA Live

Q44. You want to sell to the same customer through different sales areas. How can you achieve this?

- * Assign the different sales areas to a common sales area.
- * Define a customer procedure for cross-selling
- * Extend the existing customer into each new sales area.
- * Assign a cross-selling profile to the sales area.

Q45. What do you need to do to configure automatic picking location determination for outbound deliveries? Note: There are 2 correct answers to this question.

- * Flag the Determine Storage Location field in the delivery type.
- * Flag the Determine Storage Location field in the delivery item category.
- * Assign a rule to the delivery type of the outbound delivery
- * Assign a rule to the item category of the outbound delivery.

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